



The Lunch Line

Bureau of Nutrition, Health and
Transportation Services

The Iowa Department of Education

Please route to:

☐ Food Service Director
☐ Kitchen Staff

☐ Record Keeper
☐ Principal

☐ Superintendent
☐ _____

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OVS: Offer versus Serve in School Meal Programs (Part 1 of 2)

Offer versus Serve (OVS) allows a school district to serve meals where students have the flexibility of declining some of the foods offered at school breakfast or school lunch while still allowing the school to serve students a reimbursable meal. OVS applies to all menu planning approaches – Traditional Food-based Menu Planning, Enhanced Food-based Menu Planning, Nutrient Standard Menu Planning, and Assisted Nutrient Standard Menu Planning.

The goals of OVS are to encourage students to select foods that they prefer to eat and reduce plate waste. The other benefits for the school district are: reduced disposal costs, may encourage more students to purchase school lunch and increase revenue for the school, and increase consumption of fruits and vegetables as students can choose what they like.

There are some provisions for OVS that apply to all menu planning approaches.

► Implementation

1. For the National School Lunch Program (NSLP), the School Food Authority (SFA) must implement OVS at senior high schools.
2. For the NSLP, the SFA has the discretion to implement OVS at the middle and/or elementary schools.
3. For the School Breakfast Program (SBP), the SFA has the discretion to implement OVS at any or all grades.

When is "Offer versus Serve" Used?

Type of School	National School Lunch Program	School Breakfast Program
Senior High	Mandatory	Optional ¹
Middle and/or Elementary	Optional ¹	Optional ¹

¹The school system decides if it wants to implement "Offer versus Serve", when it is optional, and in what grades, and how many items students can decline.

► Unit Pricing

1. Schools must price each reimbursable meal as a unit. OVS does not affect the unit price of the meal.

(Continued on Page2)

Inside this issue:

Offer vs Serve In School Meal Programs (Part 1)	1
Resource Highlight	3
Monitoring	4
Setting Prices for A La Carte Items.....	4
2009 SFSP Workshops.....	5
SNA Iowa District Meetings	5
Is There a Substitute for Fluid Milk in School Meals?.....	6
Buying Food Locally.....	6
Team Nutrition Mini-Grant Success Story.....	7
Youth In Action for a Healthy Iowa Update	7
Julia's Tidbits	8
Ask IT	9
Commodity News.....	10

Upcoming Trainings

Mark your calendars now for the Spring SNA District Workshops:

March 7	Dist 5 Paullina
March 28	Dist 5 Harlan
April 4	Dist 3 WDM Sacred Heart
April 4	Dist 4 Charles City
April 18	Dist 1 Clinton
April 25	Dist 2 Cedar Rapids

(Continued from Page 1)

There are some provisions that are specific for each menu planning method.

➤ **Traditional and Enhanced Food-Based Menu Planning**

Basic requirements:

1. Menus planned using the food-based menu planning approaches are based on meal patterns that specify four food components – meat/meat alternate, grains/breads, vegetables/fruits, and milk to be offered in specified minimum amounts for various age/grade groups.
2. For **breakfasts**, 4 food items **must** be offered in the specified minimum amounts. These are: 1 serving of fruit/juice/vegetable; 1 serving of milk, and 2 servings of grains/breads OR 2 servings of meat/meat alternate OR 1 serving of meat/meat alternate and 1 serving of grains/breads
3. For **lunch**, 5 food items **must** be offered in the specified minimum amounts. These are: meat/meat alternate, grains/breads, 2 servings of vegetables and/or fruits, and milk.

➤ **General OVS requirements for lunches and breakfasts**

1. The school **cannot** specify which food items a student **must** select. The choice is **strictly** the student's decision. However, if the menu has a combination food such as pizza or lasagna, that contains 3 of the 5 required items **and** there are not enough additional items available to make a reimbursable meal, then the student **must** take the combination food.

Note: A combination food is made of 2 or more food items and offered in a way that a student cannot separate and decline any of the combined food items.

2. Students must take **full servings of the food items selected** to count toward a reimbursable meal.
3. Students may decline **any** item, including the entrée or milk in a food-based menu planning approach.

➤ **Specific OVS requirements for lunch**

1. Students **must be offered** at least the minimum servings of 5 food items from the 4 food components.
2. At the senior high school level, students can decline up to 2 of the 5 food items offered.
3. Below the senior high school level, the SFA can decide to permit the students to decline 1 or 2 of the 5 food items offered.
4. Double servings of the **same** food item such as 2 servings of milk or 2 servings of corn may only be credited as 1 food item.
5. Under the enhanced food-based menu planning approach **only**, schools may credit up to 1 grain-based dessert per day towards meeting the grains/breads component for students in kindergarten through grade 12.

For example:

Menu 1: Spaghetti with meat sauce, French roll, tossed salad, green beans, and milk

Student 1 selects: pasta only, roll, ½ cup green beans, and milk

Student 2 selects: pasta only, roll and milk.

- Is the above menu a reimbursable meal? **Yes.**
- Did Student 1 select a reimbursable meal under Offer versus Serve? **Yes.** Items selected include 2 grains, ½ cup vegetable and milk.
- Did Student 2 select a reimbursable meal under Offer versus Serve? **No.** Items selected include 2 grains and milk so only two of the five items are selected.

Menu 2: Roast beef sandwich with mayonnaise, mustard, lettuce and tomato (2 grains/breads, 2 ounces meat/meat alternate, ¼ vegetable/fruit), oven fried potatoes (1/2 cup), carrot sticks with dip (1/2 cup), peanut butter bar (1/2 grain/ bread), choice of milk.

Student 1 selects: roast beef sandwich and milk

Student 2 selects: oven fried potatoes, peanut butter bar and milk

- Is the above menu a reimbursable meal? **Yes.**
- Did Student 1 select a reimbursable meal under Offer versus Serve? **Yes.** Items selected include grain, meat, 1 vegetable and milk.

Continued on Page 3

Continued from Page 2

- Did Student 2 select a reimbursable meal under Offer versus Serve? **No.** Under the Traditional menu planning approach, the peanut butter bar would be an extra and cannot be counted for a grain/bread component. Under the Enhanced menu planning approach, the peanut butter bar is $\frac{1}{2}$ grain. To count a grain/bread component, a student must take a minimum of 1 full serving.

➤ **Specific OVS requirements for breakfast**

1. Students must be offered at least the minimum servings sizes of 4 food items from 3 or 4 components.
2. OVS is optional at all grade levels.
3. A student can refuse one food item from **any** component.
4. Double servings of the same grains/ breads or meat/meat alternate food items can be credited towards a reimbursable breakfast.
5. Double servings of other food components such as vegetables/fruits **cannot** be credited.
6. Only 2 food items from the meat/meat alternate and/or grains/breads components may be counted towards a reimbursable breakfast.



Resource Highlight – Offer versus Serve

Offer versus Serve (OVS) is a resource for school districts to use for training nutrition program staff to implement OVS using all menu planning approaches. The manual has a resource guide, three modules, a video, and a CD. The *Resource Guide* provides the background, the policies, and the day-to-day procedures for operating OVS for all menu planning approaches.

Each module covers OVS requirements specific for each menu planning approach.

Module 1: OVS in Traditional Food Based Menu Planning;

Module 2: OVS in Enhanced Food Based Menu Planning;

Module 3: OVS in Nutrient Standard Menu Planning (NSMP) or Assisted NSMP.

Each module has a *Leader's Guide* with a scripted training outline. There are instructions for conducting the activities and answer keys. The modules also have transparencies and a set of activity sheets.

The *Resource Pack* is a companion piece with a copy of the training video (three segments – one for each menu planning approach) and a CD. The CD includes the video, a printable set of transparencies, printable set of the activity sheets, and the transparencies in a PowerPoint format.

No instructor preparation is required for training except for review of the manual before training. To download a copy of the manual go to http://teamnutrition.usda.gov/Resources/offer_v_ser ve.html

Monitoring

SFA's that have more than one building are required to complete the self-monitoring form, NSLP 018 in form download on the CNP2000 System, annually by February 1st. In order to make sure it is being done correctly, hand this list to the person completing these reviews.

The meal counting method can be found in the **Daily Counting** section under the breakfast and lunch tabs.

1. Does the counting method match what is described in C6 and D5?
2. Does the counting method yield an accurate count of free, reduced-price and paid reimbursable meals at the point of service?
 - Is a trained employee making sure that all meals claimed for reimbursement have enough components?
 - Is the count of meals by category (free, reduced-price, and paid) done at the point of service?
 - Is the system for determining a student's eligibility one that does not allow for human error? For example, the cashier must look at a coded ticket to know the category to claim the meal, not the student.
3. Does the meal counting system prevent overt identification of free and reduced-price students?
 - The system for counting a student's meal in the correct eligibility category does not allow others in line to identify the status.
4. Is the number of meals claimed taken in the line?
 - Meals cannot be taken from a tray count, list of students absent, or counted in the classroom or other location.
5. Has a monthly edit sheet been completed?
 - This report, NSLP 009 in the form download, must be done each month to ensure that daily counts are reasonable. Most computerized systems will print the edit sheet for your further assessment. Instructions are on the backside of the edit sheet.

Setting Prices for A La Carte Items

Your *a la carte* program should be making money for you and it should not be subsidized by the reimbursable meals program. How can you make sure this is happening?

The critical issue in *a la carte* programs is to set selling prices so that two things happen:

- 1) Each item sold in the *a la carte* program, including second helpings and second meals, should pay for itself. The price should be high enough to cover all the costs and make a little profit;
- 2) Prices for *a la carte* items should be high enough that reimbursable meals are a better deal.

Setting prices for things like chips, packaged snacks, bottled water and other things that you purchase ready to sell is pretty easy. The general rule of thumb is that the selling price should be about three times the purchase price. So if you are paying 17¢ for a package of chips, three times 17¢ is 51¢. Round it up to at least 55¢ for your selling price.

Setting prices for items that are school made is a little more involved but not really very hard. You should know what your actual costs of raw materials are and you should know what the paper/plastic you use to serve the items are. Add these up, multiply by three, and that should give you a pretty good selling price. For example, if you are selling a school-made cheeseburger on a bun, wrapped in a foil wrapper, you would add the cost of the burger patty, the cheese, the bun and one of the foil wrappers and multiply by 3. Round it up and you are done.

Why do you want to add the cost of the foil wrapper? In most instances, the cost of the packaging or serving material doesn't add up to much, but if you are using foam clamshells for take-out meals or clear plastic holders for salads or grab-and-go items, these can be pretty pricey. If you add a plastic fork and a couple of napkins to the salad

Continued on Page 5

Continued from Page 4

holder, the cost of the serving material can quickly add up to something close to the cost of the food. You don't have to add the cost of the packaging, but you do want to take a good hard look at the costs associated with the packaging.

When you are setting prices for second meals, remember these things: for every first reimbursable meal you sell, you get the sale price plus the reimbursement plus a commodity supplement. You do not get reimbursement or commodity allowances for second meals. If you sell your second meals at the exact same price as the first reimbursable meal, you are losing at least the paid reimbursement (about 25¢) and the value of commodities (about 21¢) for every second meal. You want to at least consider adding the 46¢ to the price of the second meal, but be prepared for questions from students and parents who are not aware of the reimbursement and commodities.

That 46¢ is the reason why you want to set your prices for *a la carte* high enough that kids look at your reimbursable meals as a better deal. If you are serving a reimbursable meal of cheeseburgers, corn, pears and milk for \$1.85, you are actually getting \$2.31 for the meal when you add the reimbursement and commodities. If you sell the cheeseburger for \$1.25 and the milk for 25¢ (a reimbursable meal under Offer versus Serve), you not only lost the 35¢ difference between the *a la carte* sale price and your meal price, but also the 46¢ of reimbursement and commodities for a total loss of revenue of 81¢. If you set the price of the cheeseburger at \$1.75 and the milk at 25¢, your kids will notice that they can buy a reimbursable meal for 15¢ less. And, who knows? They might actually eat a little corn or pears.

2009 Summer Food Service Program (SFSP) Workshops

The Bureau of Nutrition, Health and Transportation Services will be conducting the following SFSP workshops over the Iowa Communication Network (ICN). All workshops are free, but you must pre-register at least one week prior to each workshop to assure an ICN workshop site will be available.

February 11, 2009

9:00 AM – 1:00 PM

“General Information”

March 11, 2009

9:00 AM – 1:00 PM

“Application Assistance”

April 29, 2009

9:00 AM – 1:00 PM

“Required Training and Team Nutrition”

For workshop packets and registration information, please contact Janelle Loney at: (515)281-5356 or janelle.loney@iowa.gov or Rod Bakken (515)281-4760.

SNA Iowa District Meetings

The following dates have been set for the Spring SNA Iowa District Workshops. Registration, information and location details for these workshops, sponsored in conjunction with the Department are posted on the DE and SNA Iowa websites. Mark your calendars now.

March 7, 2009	Dist 5	Paullina
March 28, 2009	Dist 5	Harlan
April 4, 2009	Dist 3	WDM Sacred Heart
April 4, 2009	Dist 4	Charles City
April 18, 2009	Dist 1	Clinton
April 25, 2009	Dist 2	Cedar Rapids

Is There a Substitute for Fluid Milk in School Meals?

The answer to that question used to be “*only for those students with a statement signed by a medical authority.*” The new answer is “*possibly soon.*” USDA issued the final rule *Fluid Milk Substitutions in the School Nutrition Program* (73 FR 52903) on September 12, 2008. This rule became effective October 14, 2008.

The new rule still requires schools to make accommodations for students with disabilities. What’s new is that schools can offer fluid milk substitutes to students with medical or other special dietary needs that do not rise to the level of a disability. This includes cultural, ethnic, religious or ethical reasons. There still must be a written statement identifying the reason for the substitution. What’s new is that the written statement can be from either a parent/guardian or a medical authority.

Because the nutrients in fluid milk are very important for the nutrition of children, the final rule requires that nondairy beverages offered as fluid milk substitutes be nutritionally equivalent to milk. Specific levels of key nutrients found in cow’s milk are defined that the allowed milk substitutes must provide. This means that other beverages such as juice cannot be offered as a milk substitute without specific medical authority. The problem is **there are currently no products on the market that meet the specifications**. Lactose-free milk is still okay because it is fluid milk, but it does not meet the needs of students who should not have any dairy products.

Since no products currently meet the new rule’s requirements, schools may continue to provide accommodations they have already agreed to under the prior program regulations for students with medical or special dietary needs. However, no new accommodations may be made under the old regulations. The Department will reevaluate this policy in six months and issue further guidance then. We anticipate that allowable products will be available in the near future and encourage schools to use them if they have students who need them. Contact Patti Harding at 515-281-4754 or Patti.Harding@iowa.gov or contact your assigned nutrition consultant if you have questions.

Buying Food Locally

Recently additional information was developed that applies to procurements in Child Nutrition Programs. The Secretary of Agriculture is encouraging institutions operating Child Nutrition Programs to purchase unprocessed locally grown and locally raised agricultural products by allowing a geographic preference.

This means, a School Program can choose to use locally grown products for the NSLP or SBP program. These products cannot be cooked, seasoned, frozen, canned or combined with any other product. Some handling which presents the product in a usable form is acceptable. This might include, washing vegetables, bagging greens, buying livestock, pasteurizing milk and putting eggs in a carton. It is important to note that all milk served in Child Nutrition Programs must be pasteurized and meet State and local standards. Pasteurized milk is the only dairy product for which geographic preference may be applied.

While geographic preference can be used to encourage procurement of locally grown and raised products, this does not eliminate the requirement for buying to be conducted in a manner that allows for free and open competition, consistent with the NSLP/SBP program’s responsibility to be responsible stewards of federal funds.

If you have questions, please contact your area consultant.



Team Nutrition Mini-Grant Success Story

Clayton Ridge Elementary in Guttenberg, IA was awarded a \$500 Team Nutrition mini-grant in the fall of 2008. Their activities included giving all students the opportunity to taste healthy food that would be a more nutritious choice compared to chips, candy, and pop that so many kids snack on. They also wanted to stress the healthy choice of choosing fresh fruits and vegetables. They held tasting days, once/week for eleven weeks. With each new food there was a mini lesson about that particular food; which food group from MyPyramid it came from, what made it a healthy choice, etc.

High school guest speakers from their local Farmer's Market visited the classrooms and explained about healthy, locally grown foods. The first grade class visited a local apple orchard and the third graders attended an ICN session titled, *Choose A Healthy Snack*. The entire school is continuing the walking program where students get points for walking a given number of miles.

Renae Kraus, school nurse says, "Our students are gaining more of an understanding of healthy foods and snacks, especially those that are low in fat, calories and added sugars." A frequent question is, "What are we having for our next tasting day?" Renae states that parents have reported their children are asking for some of these same healthier snacks to have at home.



Youth in Action for a Healthy Iowa – Team Nutrition Update

Sixty high school students and their adult advisors spent a day finding ways to improve their school health environments, on November 19th at Iowa State University. Ideas to improve nutrition and increase physical activity were discussed, questions answered and solutions put into action plans. Comments included; "We learned many new ways to help our school get healthier." "I now know new types of communication I can use to get the food/fitness message across." "I loved the ideas that were shared; it gave us new ideas to bring to our own communities." "We hope to make nutrition based changes at my school, and show how youth can make a difference!"

The Iowa Department of Education's Team Nutrition Program and the State of Iowa Youth Advisory Council (SIYAC) sponsored the symposium which identified the problems and suggested solutions that make sense to Iowa high school students on how to improve healthy school environments, communities and their own personal eating and physical activity habits. Being a leader for change and a role model to others was emphasized.

School teams offered insightful views on how best to address this age group's health habits in a day that was packed with great information and a lot of interaction/participation via keypad polling. Diana Reed, former Miss Iowa spoke on "Exercising Your Character" and Dan Wardell, IPTV gave a motivational send off presentation, "Go Forth Healthy Heroes."

Watch for expansion of "Youth in Action for a Healthy Iowa" at four upcoming regional workshops being planned for April/May of 2009. Go to our website at <http://www.iowa.gov/educate/> (click on Nutrition Programs, click on Team Nutrition) for newly offered Team Nutrition \$500 mini-grants for schools. This is a great monetary support to improve nutrition and increase physical activity in your school! Contact Patti Delger, Team Nutrition Project Director at 515-281-5676 or patti.delger@iowa.gov for additional information.

Julia's Tidbits

Healthy Kids Act – Nutrition Rules

The State Board of Education at their December meeting approved notices of intent for proposed rules for the Healthy Kids Act related to the requirements in the Act for nutrition and physical activity. Interested individuals should make written comment on the proposed amendments by 4:30 p.m. on February 3, 2009 or attend the public hearing on that day, from 1:00 to 2:30 p.m. The proposed nutrition rules establish standards for foods or beverages sold or provided on school grounds during the school day. By law foods sold for fundraising purposes and foods and beverages sold at concession stands are excluded from the nutritional standards.

Copies of the proposed rules, details on the public comment process and a copy of the report from the Nutrition Advisory Panel are posted on the Department web site, (click on laws and regulations on the right hand side, then administrative rules calendar, more information and click on either Chapter 58 for nutrition or Chapter 12 for physical activity.) The report from the Panel is available by clicking on State Board of Education, meeting calendar, agenda and minutes, and 2008, December 11 handouts.

Next steps in the process, include review of all comments received by the deadline, review by the Legislative Administrative Rules Committee, a decision if there will be any changes to the rules noticed, adoption by the State Board of Education (in current or revised language) and final approval by the Administrative Rules Committee. The rules are projected to be final the end of June and effective beginning with the 2009-10 school year.

National School Breakfast Week

"Power Up with School Breakfast" is the theme for this year's National School Breakfast Week (NSBW), March 2-6. The School Nutrition Association has numerous ideas and resources posted on their website www.schoolnutrition.org as well as opportunities to tell how you plan to celebrate NSBW and be eligible for special prize packs.

If you are looking for additional strategies for strengthening and promoting your school breakfast program be sure to also take a look at the USDA School Breakfast Toolkit, posted on their website, <http://www.fns.usda.gov/cnd/breakfast/expansion/assessingpotential.htm>.

Research has shown that starting the day with a nutritious breakfast helps students stay alert and perform better in school. Having breakfast in the morning also helps children develop healthy eating habits and contributes to their overall well-being. Many of the materials included on this site are designed to be customized. You can download PowerPoint files, information sheets, letters, and marketing materials and modify them to suit your specific needs. We hope that this information will be useful to many different stakeholders who are interested in helping more students benefit from the School Breakfast Program.

Below is a sample of one of the inserts you can use in your monthly school newsletter:



Breakfast Logic

Breakfast is a good thing!

When students need to take achievement tests, schools strongly urge them to eat breakfast first on testing days. Why? Because we know that when students eat breakfast, they perform better and are better able to concentrate. Yet on "normal" days, many students fail to eat breakfast: they're too busy, too tired, or just don't know what to eat.

Let's help students to perform better every day, by making sure they eat a healthy breakfast at home or at school.

Department of Education's website has been renovated!!!

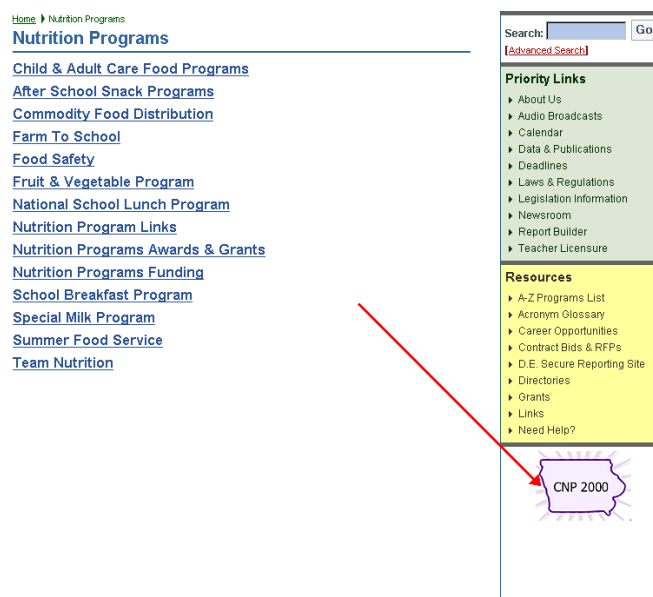
The Department of Education has updated its website was at <http://www.iowa.gov/educate> .

The web address above will take you to the main page. To find specific information, we suggest using the search engine in the light blue shaded area to the upper left. If you want to see the Nutrition Programs section, select the underscored words "Nutrition Programs" under the PK-12 Education heading. (See Example A) There is a quick link icon on the right hand column on website (See Example B). All you do is click once on the icon and you are connected the login website for the CNP2000 Program and ready to go.

(Example A)



(Example B)



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Iowa Department of Education Nondiscrimination Statement

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If you have questions or grievances related to compliance with this policy by the Iowa Department of Education, please contact the legal counsel for the Iowa Department of Education, Grimes State Office Building, Des Moines, IA 50319-0146, telephone number 515/281-5295; or the Director of the Office for Civil Rights, U.S. Department of Education, Citigroup Center, 500 W. Madison Street, Suite 1475, Chicago, IL 60661, telephone number 312/730-1560, fax 312/730-1576, email: OCR.Chicago@ed.gov

Commodity News

Whole Wheat Pilot Planned for schools in Iowa.

You may see 2 USDA test products on your commodity order form for 9E and/or 9F deliveries. USDA is purchasing whole wheat pancakes and whole wheat tortillas for schools nationwide to sample. The products will be offered as a “Bonus” commodity. Add the 2 products to your commodity lists. They are:

(#2038) /Whole Wheat Pancake (Bonus) Case, 12 lbs.
Net wgt. 10.8 lbs, Gross wgt. 12 lbs.
Case value \$10.80 per case
Pack size: 144 count

(#2040) Whole Wheat Tortillas (Bonus)
Case, 27 lbs
Net wgt. 27 lbs, Gross wgt. 28 lbs.
Case Value \$27.00 per case
Pack size: 12/24 count bags per case; 1.5 oz. each

Both of these products require frozen storage, with a 9 to 12 month shelf life. Part of the Pilot requires schools to provide feedback to USDA. This will be done by Texas A&M University and the Institute for Obesity Research and Program Evaluation.

Commodity Contacts

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Krista Atwood,	515-262-6560
Des Moines Cold Storage	
Eldon Reinhart,	641-424-8369
Mason City Cold Storage	

Turkey Taco Filling had to be cancelled for 9C and possibly 9D. If you don't receive your turkey taco filling in 9D (January deliveries) we had to zero out your orders. USDA does not want to purchase because prices are too high. It may be offered again for 9E and/or 9F deliveries.

2008-2009 Commodity Advisory Council

Donna Sevenich, Dallas Center-Grimes CSD	LaRae Doll, Johnston CSD
Ann Lehman, Mt. Pleasant CSD	Rich Luze, Sioux City CSD
Diana Weber, Nevada CSD	Marge Carson, Xavier H.S., Cedar Rapids
Donna Becker, Perry CSD	Curtis DeWulf, Holy Family, Dubuque
Sherry Kaiser, Western Dubuque CSD	Allison Ketter, Oskaloosa CSD
Andrea Mahler, North Scott CSD	

Next Advisory Council Meeting February 20, 2009

We anticipate that the Commodity Order Form will be up and on the web

**9E—January 16 and
9F—March 3**

Several schools would like to know what exactly will be coming on their next order. If you wait until about a week before the next delivery cycle you should be able to go into your next order to see if anything had to be deleted or if your extra requests were honored.

Cafe Favorites has hired a nutritionist and they have recalibrated two of their current products. You will see slightly different nutrient information on the 2008-09 commodity fact sheets on the **Whole Grain Cold Cut Combo** and the **Whole Grain Turkey Ham & Cheese Melt**.

You need to use the information that is in the new 2008-09 Commodity Fact Booklet. If you have further questions you may call Café Favorites at (218) 685-6500.